

Public Private Partnership Industry Forum

Georgia Interstate Broadband Deployment
(PI 0015924)

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Disclaimer Statement

At this meeting the Department will provide information about the Project's delivery goals, anticipated scope and anticipated P3 procurement process. Participants will be encouraged to ask questions during this meeting; however, **any information provided by the Department shall be considered as informational only and is subject to change.**

Meeting Purpose

- Inform potential proposers about the upcoming DBFOM opportunity
- Receive feedback and comments from interested parties

Today's Agenda

- Project Overview
- Project Scope
- Public Private Partnership (P3) Procurement Overview
- Question and Answers

Project Overview

- The design, build, finance, operation, and maintenance of:
 - The existing GDOT NaviGAtor fiber optic network;
 - Fiber optic expansion on interstates and other routes identified in RFP (“Interstate” for purpose of this presentation); and
 - Wireless antenna support structure expansion on interstates and other routes identified in the RFP
- Commercialization Opportunity
 - Generate revenue through marketing of existing and future fiber optic and wireless broadband network, on a wholesale, nondiscriminatory, open access basis
- Funding
 - GDOT funding/financing is not anticipated

Georgia Interstate Broadband Deployment Project

Andrew Heath, PE
State Traffic Engineer

Project Opportunity Summary

- For GDOT
 - Well-maintained communication network
 - Expansion of the Intelligent Transportation System (ITS) Infrastructure
- For the Citizens of Georgia
 - Increase in safety and reliability for drivers
 - Provide expanded broadband opportunities in Georgia
- For Private Partner
 - Enable rapid deployment of vital network sections, by eliminating cost and time for land acquisition and ROW
 - Generate revenue from marketing broadband fiber optic and wireless network on a wholesale, non-discriminatory, open access basis
 - Enable fiber linkage for national network
 - Supply and link the Georgia metropolitan areas

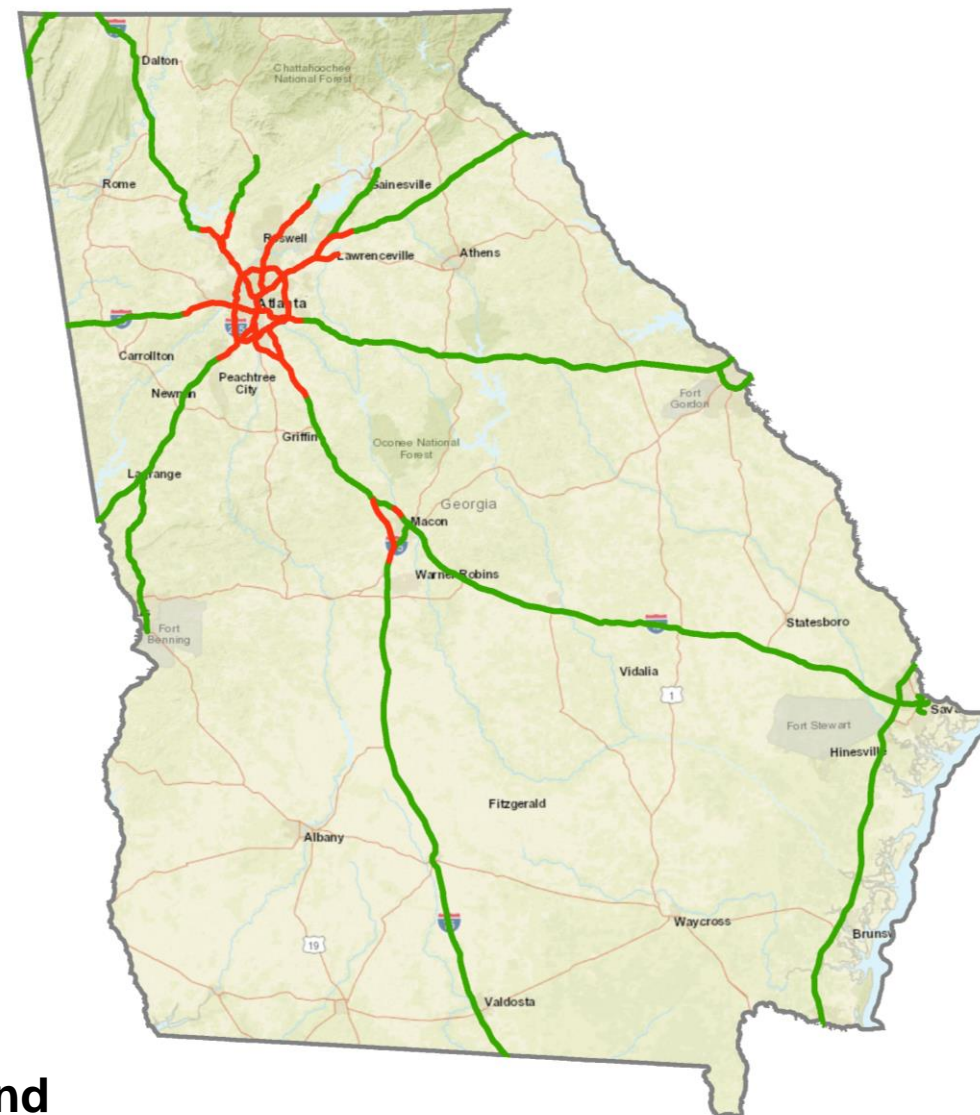
Base Scope





Statewide NaviGator Expansion

Private Partner Provides:

- Operation and maintenance of the existing GDOT network assets
- Operation and maintenance of the programmed GDOT network assets
- Expansion of Statewide GDOT NaviGator fiber optic network on GDOT interstates
- Defined quality of services of GDOT NaviGator network communications



Legend

-  Proposed fiber and conduit
-  Existing fiber and conduit

Project Base Scope

Private Partner receives from GDOT:

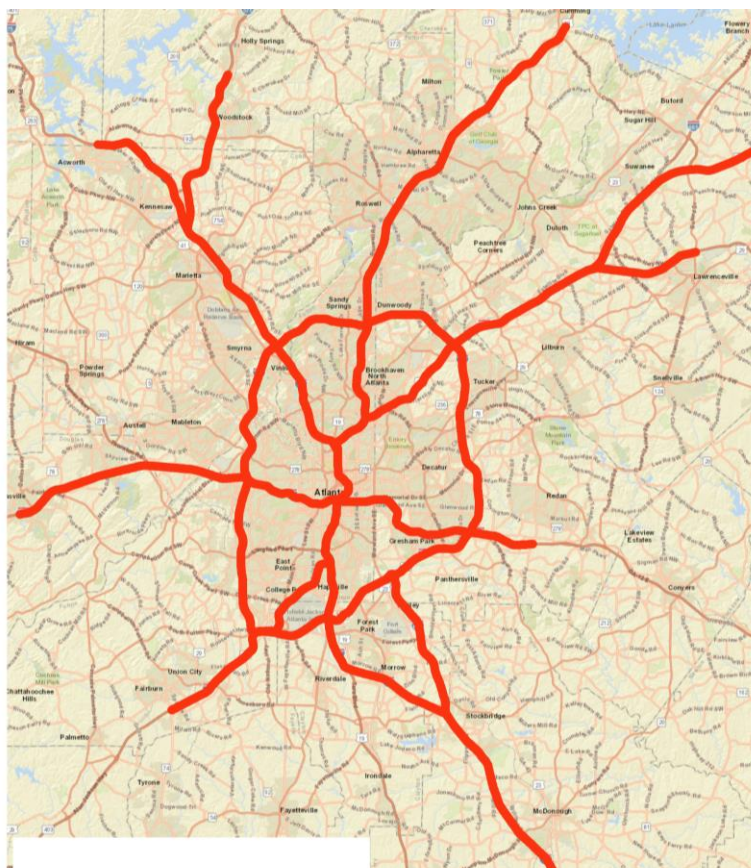
- Full access to GDOT NaviGator Network Assets and access to GDOT Interstate ROW for broadband expansion
- Permission to install, operate and maintain new fiber network within the GDOT interstate ROW
- Permission to use certain GDOT interstate poles and structures for the installation, operation and maintenance of a wireless network, within the existing NaviGator network limits
- Permission to install, operate and maintain new poles for mounting of wireless network installations, within the existing NaviGator network limits

Existing GDOT NaviGator Assets

- Fiber Optic Cable
 - Approx. 307 centerline miles of Fiber and Conduit along limited access facilities
- ITS Poles
 - Approx. 2,000 Intelligent Transportation System (ITS) poles
- Access Points
 - Over 4,000+ pull box/access points
- Hub/Regeneration Buildings
 - 25 GDOT-owned regeneration locations
- Existing asset inventory currently being developed
 - Will be provided as Reference Information Document with the RFP

Existing GDOT NaviGator Assets/Limits

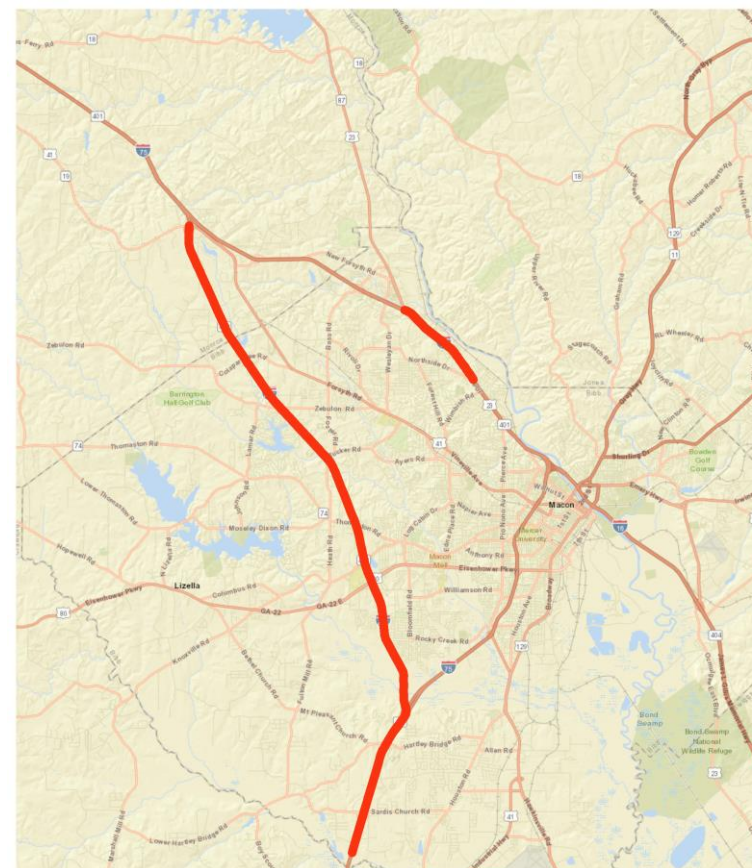
Metro Atlanta Assets



Legend

 Existing Fiber & Conduit

Macon Assets



Legend

 Existing Fiber & Conduit

Example Assets



Variable Scope by Segment

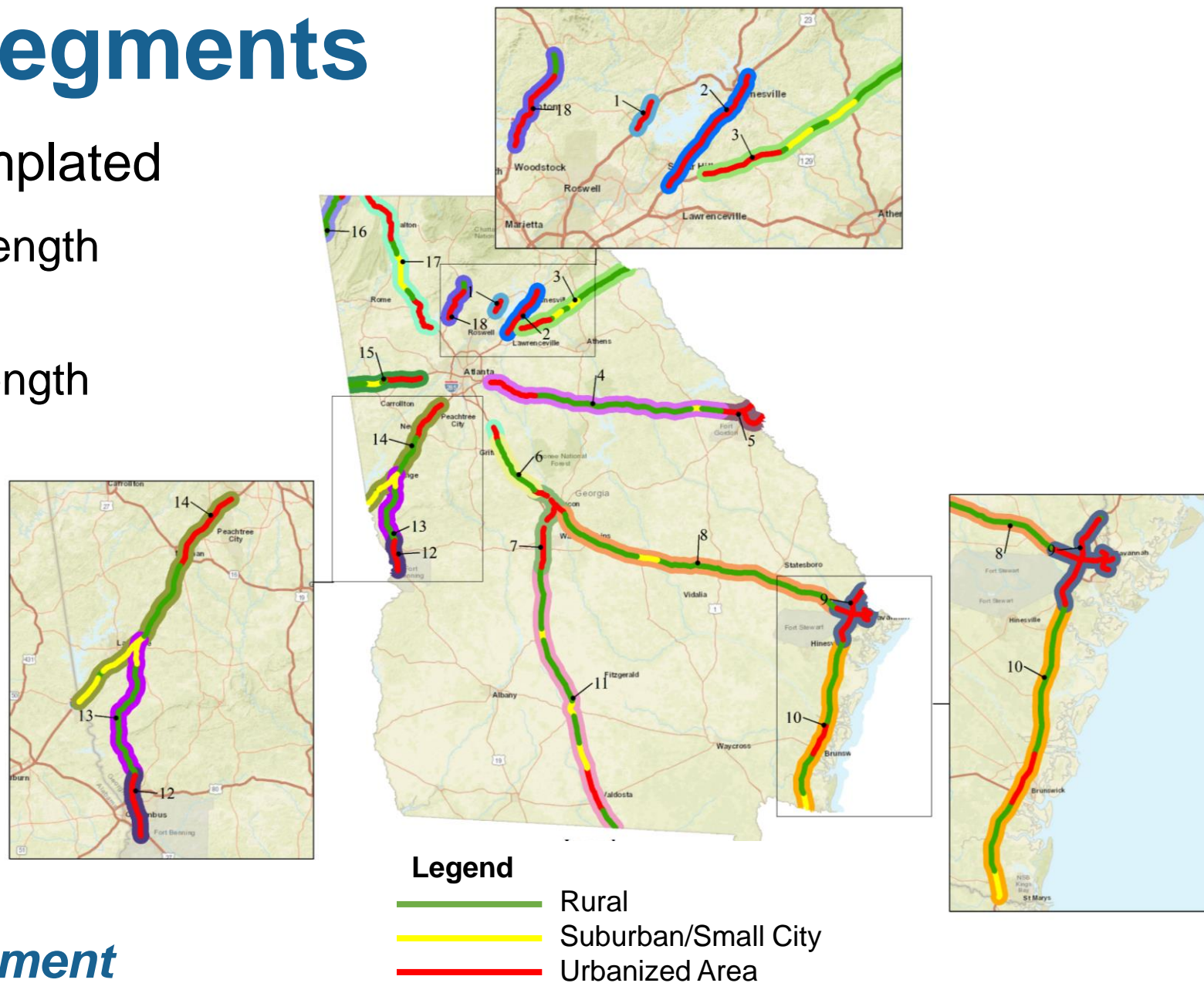
Small Cell Wireless Only

Added Value Bid by Segment

- A segmented approach that would allow installation of small cell wireless devices along interstate ROW.
- If Private Partner includes a segment in their Proposal, Private Partner will provide:
 - “Device Site” at density/spacing requirement based on individual segment type (urban, suburban/small city, or rural)
 - Operation and maintenance for new device sites
 - The proposed segments will be contractual.
- If Private Partner includes a segment in their Proposal, Private Partner will receive:
 - Use of existing right of way to install small cell wireless devices along limited access facilities segments

Statewide Segments

- 18 Segments Contemplated
 - Minimum Segment Length approx. 5 miles
 - Maximum segment length approx. 142 miles
 - Segments completed/bid in sequence set by GDOT, TBD

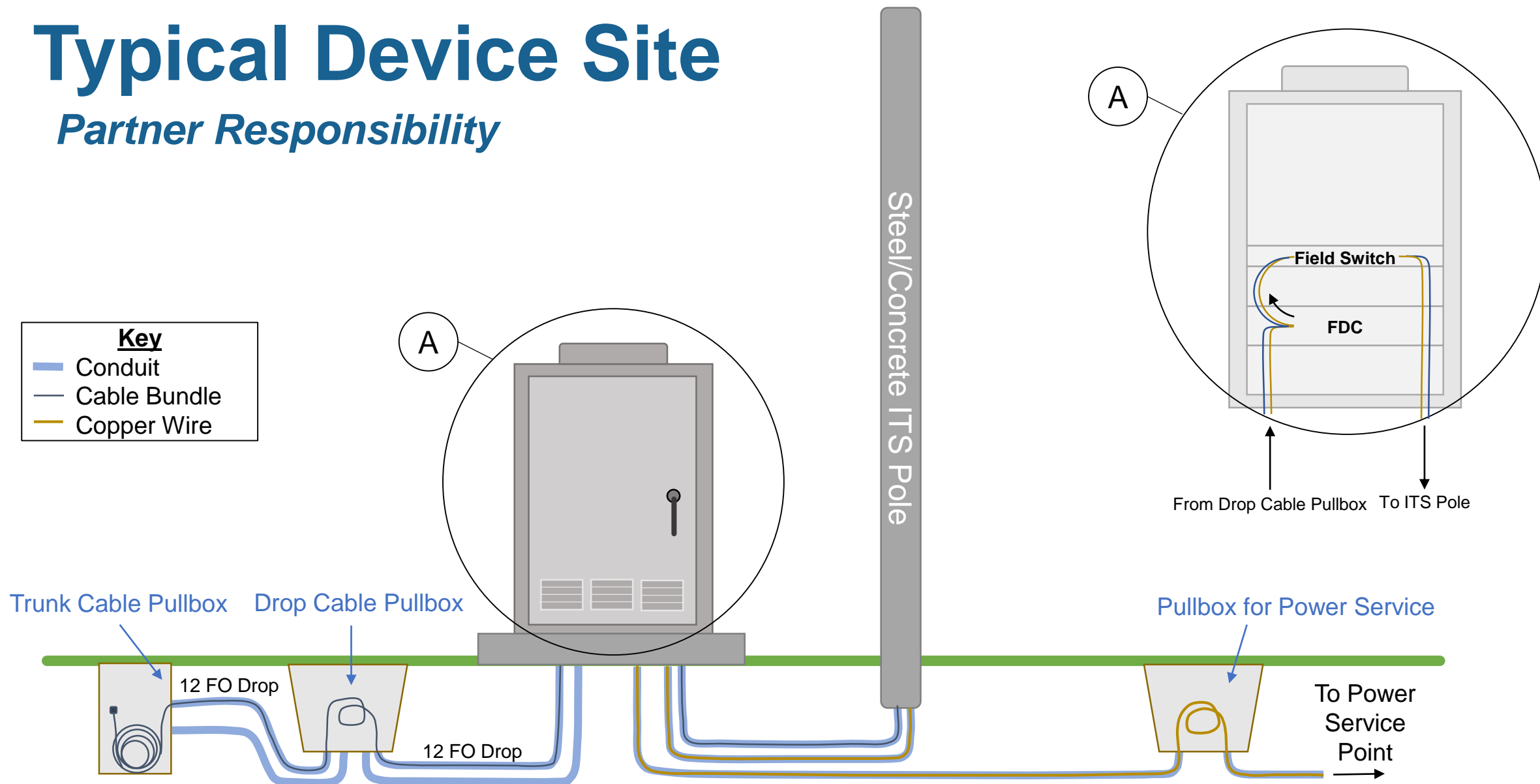


Added Value Bid by Segment

- Typical “Device Site” elements:
 - ITS cabinet and base
 - Power to ITS cabinet
 - Fiberoptic drop cable to ITS cabinet, connected to Base Scope Project
 - Communication network switch to be installed in cabinet
 - Communication network switch to be installed in aggregation location
 - Required conduit to install fiberoptic drop, power, and pole conduit
 - Network management of new switches/communication network from segment build out

Typical Device Site

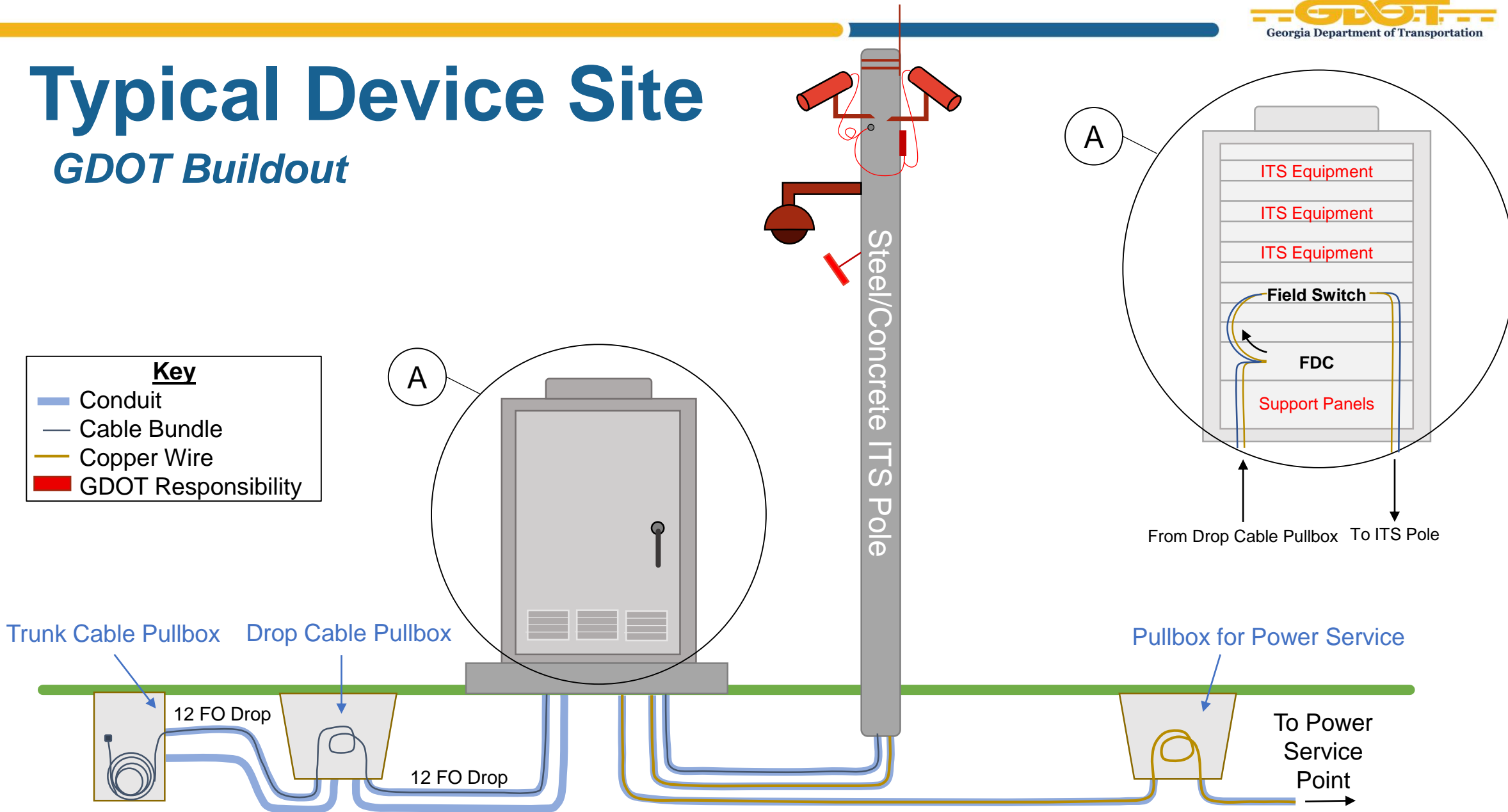
Partner Responsibility



Variable Scope by Segment

Typical Device Site

GDOT Buildout



Variable Scope by Segment

Summary of Project Scope and Limits

Base Scope:

Base Project Scope and Limits	<i>Fiber Optic Cable and Conduit</i>	<i>Wireless Support Structures</i>
Scope Limits	Statewide Interstate ROW	Existing NaviGator Limits (Interstate ROW Only)
Install New Assets	✓	✓
Utilize Existing Assets	✓	✓
Utilize Programmed Assets	✓	✓
Operate and Maintain	✓	✓

Summary of Project Scope and Limits

Variable Scope by Segment:

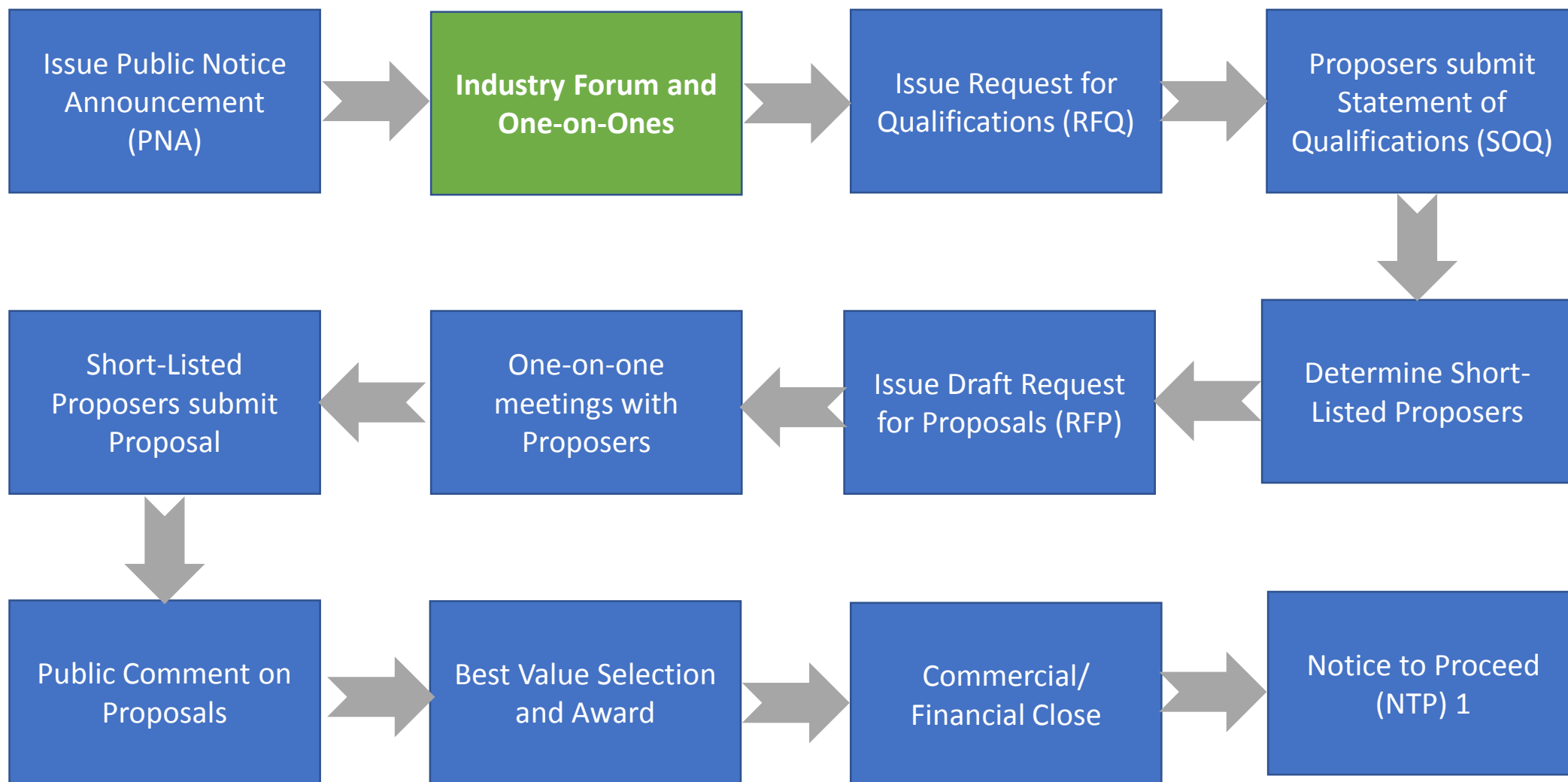
Variable Project Scope and Limits	<i>Fiber Optic Cable and Conduit</i>	<i>Wireless Support Structures</i>
Scope Limits	Statewide expansion completed under Base Project Scope	Remaining Statewide Interstate ROW outside of Existing NaviGator Limits, Segment Basis
Utilize Existing Assets		✓
Install New Assets		✓
Utilize Programmed Assets		✓
Operate and Maintain		✓

Public-Private Partnership Procurement Overview

Andrew Hoenig, PE

Senior Design-Build Project Manager

Anticipated Procurement Process



Anticipated RFQ Evaluation Criteria

- **Relevant project experience, qualifications, and past performance. Qualifications may include:**
 - **Technical Qualifications Evaluation Criteria (70% Weighting)**
 - Design and Construction Experience and Capability (25% Weighting)
 - Operation and Maintenance Experience and Capability (35% Weighting)
 - Project Management Approach (10% Weighting)
 - **Financial Qualifications Evaluation Criteria (30% Weighting)**
 - Financing and Commercialization Experience (10% Weighting)
 - Financial Capacity (10% Weighting)
 - Financial and Commercialization Approach (10% Weighting)
- **Short-listed proposers will be comprised of the 2-5 highest qualified teams**

Anticipated RFP Best Value Selection Criteria

- **Technical Proposal - 40%**
 - Technical score is based on 400 maximum points.
 - Evaluation criteria may include:
 - Technical Approach
 - Base Scope Schedule
- **Variable Scope/Commercial/Financial Proposal - 60%**
 - The Variable Scope/Commercial/Financial Proposal score is based on 600 maximum points
 - Number of Achieved Segments
 - Variable Scope Schedule
 - Revenue Commitment

Anticipated Technical Proposal Evaluation Criteria (RFP)

Technical Proposal (400 Points) distributed between:

- **Operations and Maintenance**
 - Reliability requirements
 - Network security
- **Base Scope Schedule**
 - Acceptable project schedule/duration in days
- **Incorporation of GDOT Equipment**
 - Both existing and programmed GDOT assets
- **Impacts to Traveling Public**
 - Maintenance and work zone plan requirements
- **Turnover/Transition Plan**
 - Transition plan approach

Anticipated Variable Scope/Commercial/Financial Proposal Evaluation Criteria (RFP)

Variable Scope/Commercial/Financial Proposal (600 points) distributed between :

- **Achieved Segments/Scope**
- **Other Considerations**
 - **Variable Scope Schedule**
 - Schedule measured in days
 - **Revenue Commitment**
 - Revenue commitment will be net present value amount

Procurement Schedule

a. GDOT issues Public Notice Announcement (PNA)	02/16/2018	-----
b. Industry Forum – GDOT	04/30/2018	10:00 AM EST
c. GDOT issues Request for Qualifications (RFQ)	05/24/2018	-----
d. Statement of Qualifications (SOQs) due	07/12/2018	2:00 PM EST
e. Short Listed Proposers Announced	08/27/2018	-----
f. GDOT issues Draft Request for Proposals (RFP)	09/11/2018	-----
g. Proposals due to GDOT	04/11/2019	2:00 PM EST
h. Best Value Proposer Selection	TBD	-----

Tentative dates listed are subject to change. Refer to RFQ and subsequent RFP.

Questions & Answers

Program Information and Contract Opportunities:
<http://www.dot.ga.gov/PS/Innovative/P3>

P3 Program Information



<http://www.dot.ga.gov/PS/Innovative/P3>



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